



The AIP Experience

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Presented to:

NADP Cost Estimators

Presented by:

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Background

- Graduated from The University of Pittsburgh in 2009
 - Industrial Engineering
- Began NAIP in July 2009
 - Position with NAVAIR 4.2 Cost Department, Patuxent River, MD
- Graduated NAIP January 2012





Overview of AIP

- Exposure to many of the areas a Cost Estimator has to deal with
 - Rotation 1: STUAS Source Selection
 - Rotation 2: E-2 Operations and Support
 - External Rotation: NAWC-TSD (Trainers and Simulators)
 - Currently working in the acquisition division for P-8



Operation 1: STUAS Source Selection (1 year)

- Technology Development Phase leading to MS B
- Evaluated multiple contractor proposals to find “best value to the Government”
- Started to realize how difficult it is for the Government to acquire something
 - Legal issues
 - Originally scheduled for 4-6 months, required 13
- Must be fair and consistent to all contractors
 - Rating system, cannot compare to each other





Rotation 2: Operations and Support, E-2 (1 year)

- Many different types of costs to estimate
 - Utilize all estimating techniques: analogy, parametric, engineering, actuals
 - Operating Costs
 - Flight crews
 - POL
 - Support Costs
 - Maintenance
 - Repairs
 - Support Equipment





Session 3: NAWC-TSD, 59 days in Orlando

- Training Systems Division
 - Examples:
 - Operational Flight Trainer (OFT)
 - Air Crew Trainer (ACT)
 - Weapons Tactics Trainer (WTT)
- Similar difficulties as with entire aircraft
 - Poor or unknown technical requirements at time when cost estimate is desired – hard to accurately estimate without well defined technical inputs
- The “Silicon Valley” of Training and Simulation
 - I/ITSEC conference
 - 590 companies





osition to host command

- Pax River AIPs graduate into the ESDP
 - Additional 18-24 months
 - Additional classes
 - Retirement, communications, writing
 - Next Goal is to become Team Lead / GS-13 equivalent position
- PMA-290 P-3 / P-8
 - Working on acquisition on P-8 aircraft
 - Replaces P-3
 - Entering FRP Phase
 - Building a defensible estimate to work with NCAA and CAPE





Words of Wisdom

- When asked to take additional workload or responsibility, if possible, take it
 - Why do you think I'm here presenting...
- Find “mentors”
 - A.K.A. people who may know how to do things you don't (yet)
- Strive to become an expert, but be able to see the big picture
 - Be a “go to” person
- Take advantage of external rotation
- Learn to speak the language of Excel



Questions

- Biggest Regret: Not taking full advantage of external rotations
 - Have option to do two
 - AIP funded = easier to go where you want
- Piece of Advice: Network with people
 - Broadens your knowledge base
- What I've learned: Cost estimators are never right
 - Build the best estimate you can with the inputs you have